

## Message Text

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E.O. 11652: N/A

TAGS: BEXP, BMEP, ELTN, NI

SUBJ: MAJOR PROJECT: RAILWAY DEVELOPMENT

REFS: (A) LAGOS 9632 AND PREVIOUS

(B) STATE 240984

(C) LAGOS 10454

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1. FOLLOWING RESPONDS TO QUESTIONS RAISED BY PULLMAN (REF. B.)

2. PROCUREMENT OF RAILCARS: RAILCARS WILL BE PROCURED IN TWO CATEGORIES -- (A) 3 FEET 6 INCH GAUGE, TO MEET MINIMUM REQUIREMENTS OF PRESENT NARROW-GAUGE TRACK SYSTEM PENDING CONVERSION TO STANDARD GAUGE; AND (B) 4 FEET 8 1/2 GAUGE, TO MEET FULL REQUIREMENTS OF NEW SYSTEM ONCE IT IS ESTABLISHED. CATEGORY (A) WILL BE PROCURED AS SOON AS POSSIBLE FOLLOWING APPROVAL OF 3RD PLAN REQUESTS; CATEGORY (B) WILL BE DELAYED PENDING CONSTRUCTION OF STANDARD-GAUGE TRACK. MOT SOURCE INDICATES THAT APPROXIMATELY 20 PERCENT OF STANDARD-GAUGE REQUIREMENTS (STILL ROUGHLY AS OUTLINED REF. A, PARA. 4) MAY BE PROCURED BETWEEN 1978 AND 1980. THIS REPRESENTS APPROX. 1,000 WAGONS AND 50 MAINLINE DIESEL LOCOMOTIVES. REMAINDER TO BE PROCURED AFTER 1980.

3. WE HAVE MORE DETAILED INFORMATION ON NARROW-GAUGE REQUIREMENTS, THOUGH PROCUREMENT PLANS STILL NOT COMPLETELY FIRM. LATEST TENTATIVE ALLOCATION FIGURE FOR NARROW-GAUGE  
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REQUIREMENTS AS A WHOLE IS \$200 MILLION. ROUGH BREAKDOWN OF

ROLLING STOCK TO BE PROCURED AS FOLLOWS: 250 HOPPER CARS; 250-300 BOX CARS; 50 FLAT CARS; 20-30 REFRIGERATOR CARS; AND 100 INTERCITY PASSENGER COACHES. MOTIVE STOCK PURCHASES NOW SET AT 30 MAINLINE DIESEL LOCOMOTIVES AND 20-30 SHUNTER LOCOMOTIVES. BUDGET ALLOTMENTS COMPARABLE MORE FUNDS EXPECTED TO GO FOR STAFF QUARTERS. IF PULLMAN WISHES TO BE IN RUNNING FOR ABOVE EQUIPMENT, RECOMMEND IT ENTER DISCUSSIONS WITH NRC AS SOON AS POSSIBLE.

4. WE HAVE NO INFORMATION AS YET ON SPECIFICATIONS, DESIGN STANDARDS, OR DIMENSIONS FOR ABOVE. SUSPECT HOWEVER THAT THESE COULD BE AT LEAST PARTIALLY AMENABLE TO NEGOTIATION.

5. NIGERIAN CONTACTS: KEY CONTACT FOR FURTHER DISCUSSIONS IS T.I.O. NZEGWU/ACTING GENERAL MGR/NIGERIAN RAILWAY CORPORATION/EBUTE METTA/LAGOS. PULLMAN MAY ALSO WITH TO CONTACT TWO SENIOR MINISTRY OF TRANSPORT OFFICIALS CURRENTLY ON TOUR IN U.S. WITH DEPT. OF STATE - SPONSORED URBAN TRANSPORT SEMINAR. THEY ARE M. I. ALEGE, DEPT. PERMANENT SECY, AND N. F. EKANEM, PRINCIPAL PLANNING OFFICER. WILL BE IN U.S. UNTIL NOV. 27 AND CAN BE REACHED THROUGH INSTITUTE FOR INTERNATIONAL EDUCATION, WASH, D.C., TEL. USA - 9060. END UNCLASSIFIED

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IN DISCUSSIONS WITH NIGERIAN OFFICIALS, PULLMAN SHOULD TAKE CARE NOT TO REVEAL KNOWLEDGE OF SPECIFIC PROCUREMENT FIGURES OUTLINED ABOVE. END LIMITED OFFICIAL USE

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6. FINANCING: ALTHOUGH NRC EXPANSION PLANS ARE COVERED BY NATIONAL DEVELOPMENT PLAN ALLOCATIONS, DOES NOT NECESSARILY FOLLOW THAT ALL EXPENDITURES WILL BE MET IN ANNUAL GOVERNMENT BUDGETS. THOUGH IMPOSSIBLE TO SAY AT THIS TIME WHICH ONES, SOME PROJECTS MAY BE EARMARKED FOR EXTERNAL FINANCING, E.G., RECENT NRC PURCHASE OF 140 RAILWAY COACHES FROM JAPAN, THOUGH PART OF 2ND PLAN, WAS MADE WITH HELP OF CONCESSIONAL LOAN FROM JAPANESE GOVERNMENT.

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7. TENDER PROCEDURE: PAST EXPERIENCE WOULD INDICATE NRC NOT PARTICULARLY WEDDED TO CONCEPT OF OPEN INTERNATIONAL TENDERING FOR ITS MAJOR PURCHASES. FIRMS DESIRING TO BE INCLUDED IN INVITATIONS FOR PREQUALIFICATION AND TENDER SHOULD TAKE INITIATIVE IN BRINGING THEIR CAPABILITIES TO ATTENTION OF NRC. THIS IS BEST ACCOMPLISHED BY PERSONAL VISIT.

8. AS TO TIMING, PROCUREMENT OF NARROW-GAUGE ROLLING AND MOTIVE

STOCK EXPECTED TO TAKE PLACE AS SOON AS POSSIBLE AFTER APPROVAL OF 3RD PLAN. INTERESTED FIRMS SHOULD MAKE THEIR APPROACH NOW IN ORDER TO INFLUENCE SPECIFICATIONS IN THEIR FAVOR, IF POSSIBLE. CALL FOR BIDS MAY WELL TAKE PLACE BEFORE SPRING. AS MENTIONED ABOVE, STANDARD GAUGE ROLLING AND MOTIVE STOCK NOT EXPECTED TO BE PROCURED BEFORE 1978 AT EARLIEST. MAJOR DESIGN AND CONSTRUCTION PROJECTS FOR CONVERSION TO STANDARD GAUGE WILL FLOW FROM SELECTION OF CONSULTANT (REF. C.) WHICH SHOULD TAKE PLACE IN EARLY 1975.

9. POTENTIAL AGENTS: FOR PURPOSES OF PROVIDING AFTER SALES SERVICE, FIRMS LISTED UNDER QUOTE RAILWAY TRACK EQUIPMENT - CARS - LOCOMOTIVES UNQUOTE IN LAGOS 8153 WOULD HAVE BASIC IN-HOUSE CAPABILITY, IN VARIOUS DEGREES. AMONG THEM, RUTAM, R.T. BRISCOE, SCOA, AND CFAO PROBABLY AS WELL-QUALIFIED AS ANY. FOR PURPOSES OF OBTAINING MAJOR CONTRACTS, WOULD BE ADVISABLE TO LINK UP WITH NIGERIAN ASSOCIATE WITH GOOD POLITICAL CONNECTIONS, CHIEF GABRIEL IGBINEDION, OF MID-MOTORS (ALSO ON LIST) IS POSSIBILITY. JOHNSON OF BISCORDINT (REF C) MIGHT BE ANOTHER. WE WILL DO FURTHER RESEARCH IN THIS AREA, IF PULLMAN DESIRES, PRIOR TO VISIT BY ONE OF ITS REPS. TO NIGERIA.

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